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Furnishing Imagination

October 21, 2021

Dear Fairmont Designs – Bath Partner,

With the leaves turning colors and the days getting shorter we wanted to provide a brief update.

The first thing to cover is our current inventory levels. With the surge of remodels and new construction over the past 18 months combined with the congestion at the ports and the disruptions on the roads we at Fairmont Designs have not been immune to the supply chain issues that have impacted us all. That being said, over the past several months we have been in a solid stocking position. We continue to work with our factories and the shipping companies in an effort to remain in-stock on the items you and your customers are looking for to complete their projects. However, as we have all learned, things are constantly changing, thus please continue to call for availability when time is an issue.

You should all be aware, our new 2022 Price Book went into effect on September 1, 2021. As we do with each annual printing of the price book, we highlight the new items as well as note the phased-out products. I wanted to provide an update on some of these items.

Availability of new introductions:

- 2cm BK-Black Quartz tops are now in stock in both our California and Mississippi warehouses.
- 1544 Smithfield II, 1548 Live Edge and 1711/1712 Design Studio are all in production and we expect to receive the first shipments mid-December.
 - 1711/1712 Design Studio Wall Mount will not be part of the initial production and thus will not be available until second quarter 2022.
- 1551 Grand Central and 1554/1555/1556 Sagamore will not be available until mid 2022.

In addition, the following products will be phased out effective immediately and are limited to the quantity on hand.

- 1401 Toledo – the entire collection
- Wall Mount 1542 Ambassador – only the 1542-WV24 / WV30 / WV36 will be phased out. The rest of the 1542/1543 Ambassador collection will remain active.

One last item of note, we will be at KBIS 2022 in Orlando, Florida, February 8 – 10, 2022. We will be in booth #W1973 and look forward to seeing many of you there!

Thank you for your continued support,

A handwritten signature in black ink, appearing to read "N. Mucha", written over a horizontal line.

Nathaniel Mucha
Executive Vice President